



PHILIP SERVICES

Changing Client Dynamics

Industry is...

- ❏ Outsourcing
- ❏ Consolidating suppliers
- ❏ Inviting on-site services
- ❏ Divesting non-core assets, being owned/operated by an outside supplier

Changing Client Dynamics



Industry is...

- Investing in waste minimization/
resource recovery
- Viewing environmental compliance
as economically-driven, v. regulatory-
driven
- Seeking access to new technologies

A Combination That Will Create Powerful Synergies

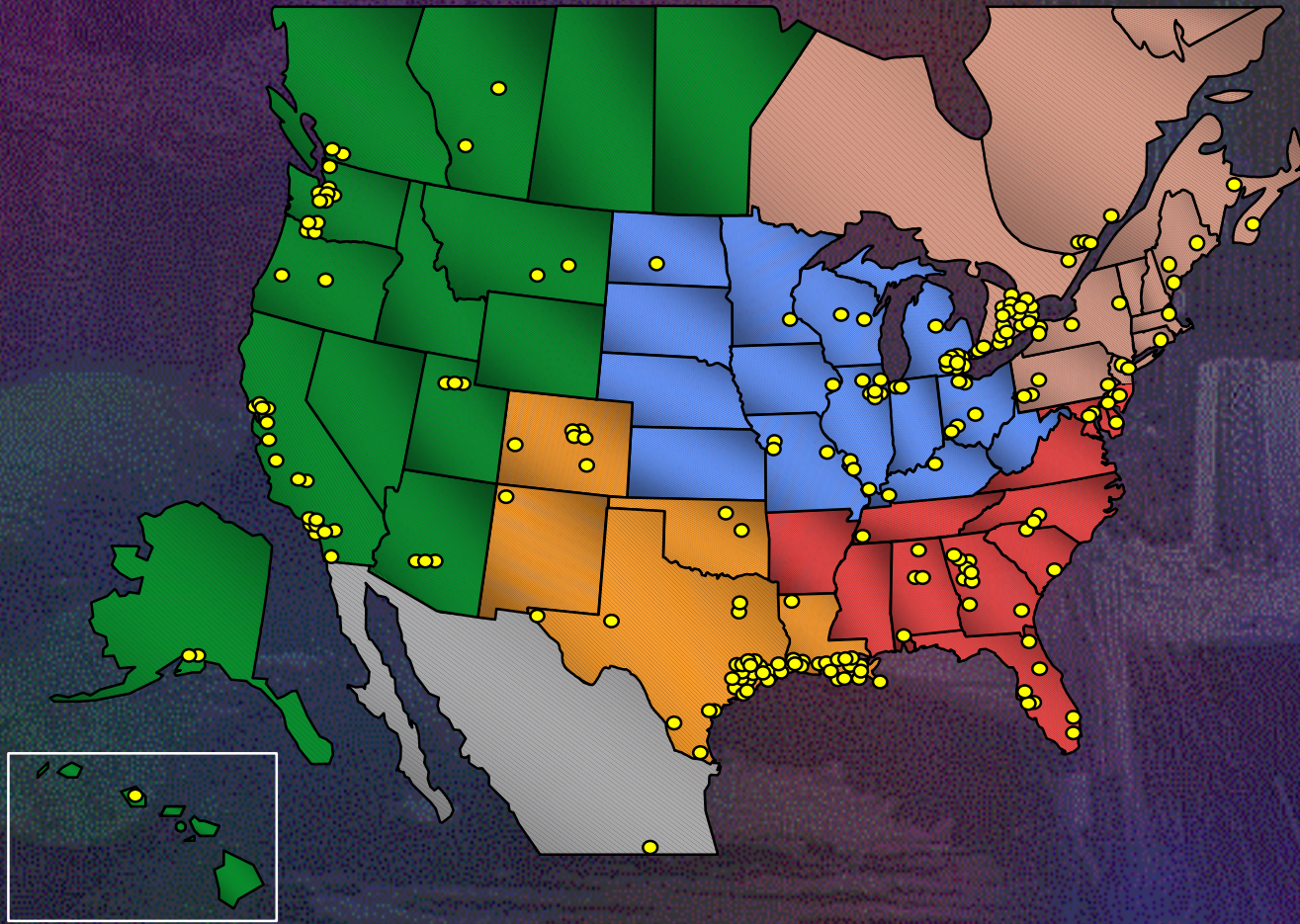


Philip's Industrial Services Group

- 📄 Philip By-Products Recovery Group
- 📄 Philip Environmental Services Group
- 📄 Allwaste
- 📄 Serv-Tech

Industrial Services Group

Industrial Services Group



Industrial Services Group

Building On Our Combined Strengths, Expanding Our Opportunities



- 📄 ALLIES® Approach (customer-intimate relationships)
- 📄 Operational Excellence
- 📄 Safety Excellence
- 📄 Environmental Excellence

Philip's Vision



Helping customers
attain a
competitive
advantage in a
global market.



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Philip's ALLIES[®] Program



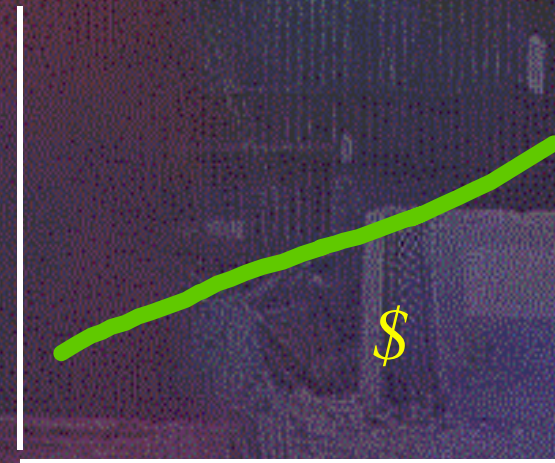
**Allows customers to
outsource critical support
functions, so they can focus
on their core businesses.**

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ALLIES[®] Benefits

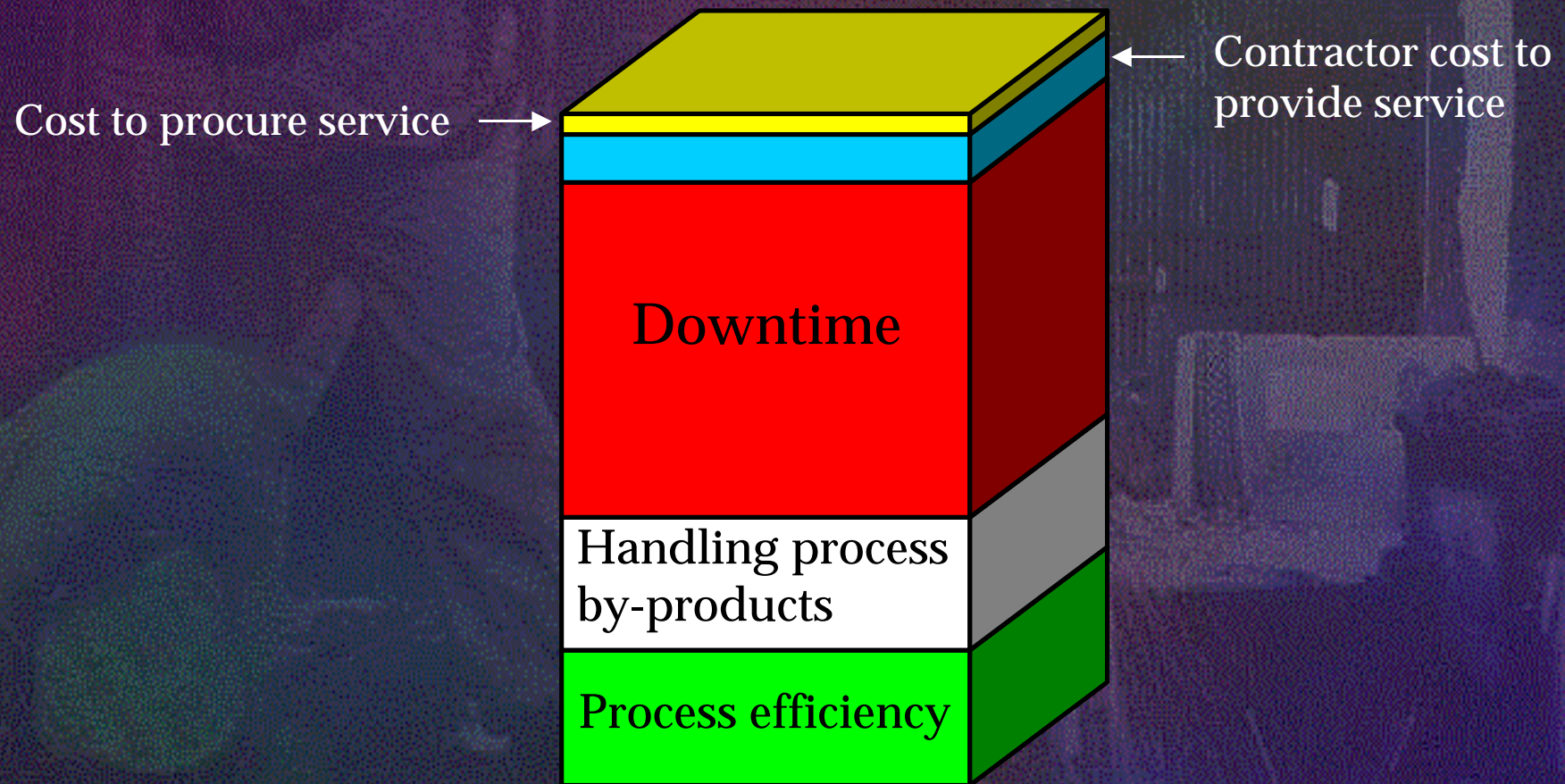


Tangible
Bottom-Line
Results



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The Total Cost Equation



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Safety Excellence



Safety is an
integral part
of the service
Philip
delivers



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Safety Excellence



**Skill
(25%)**

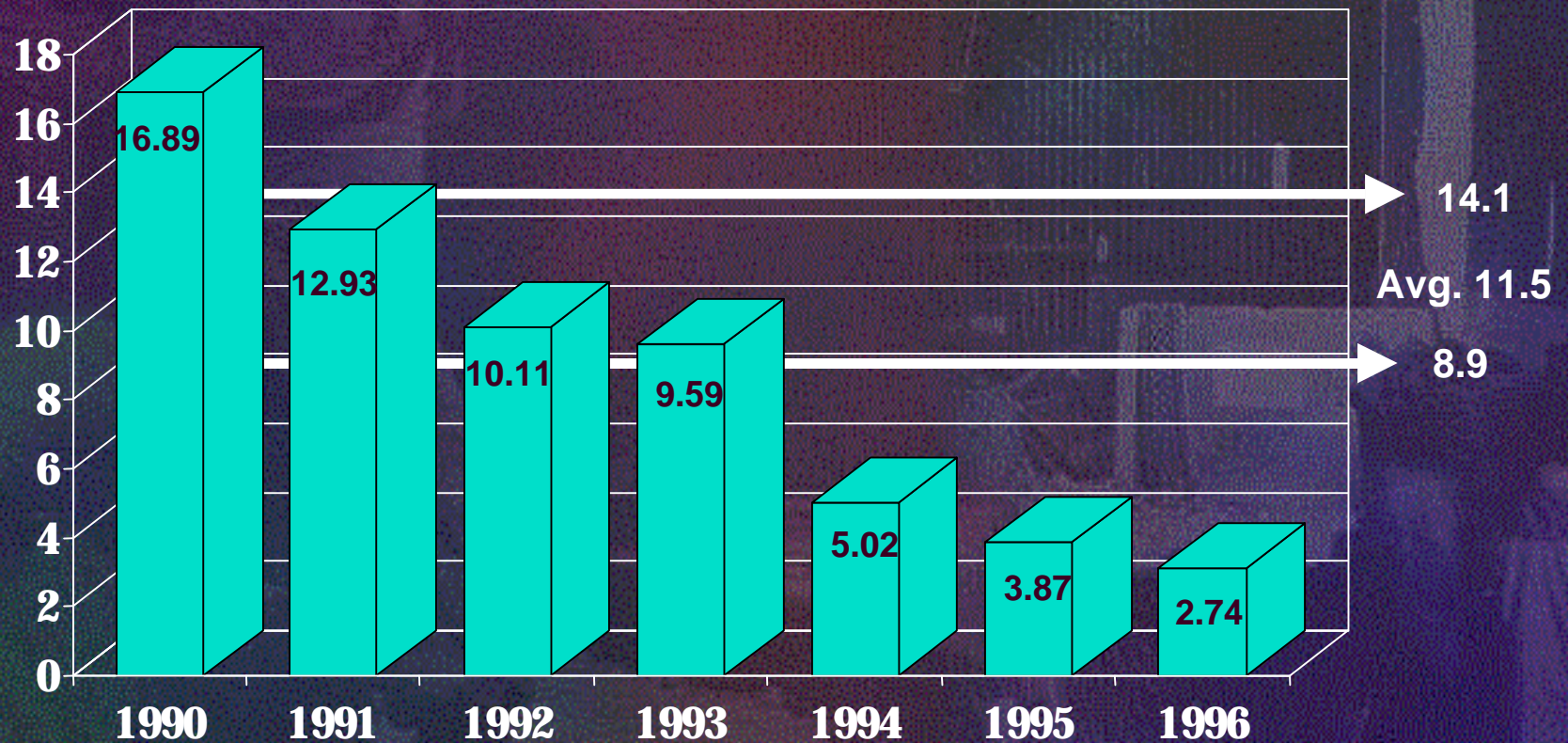
**Attitude
(65%)**



**Knowledge
(10%)**

**Philip stresses *accident prevention.*
*Accident prevention is an attitude.***

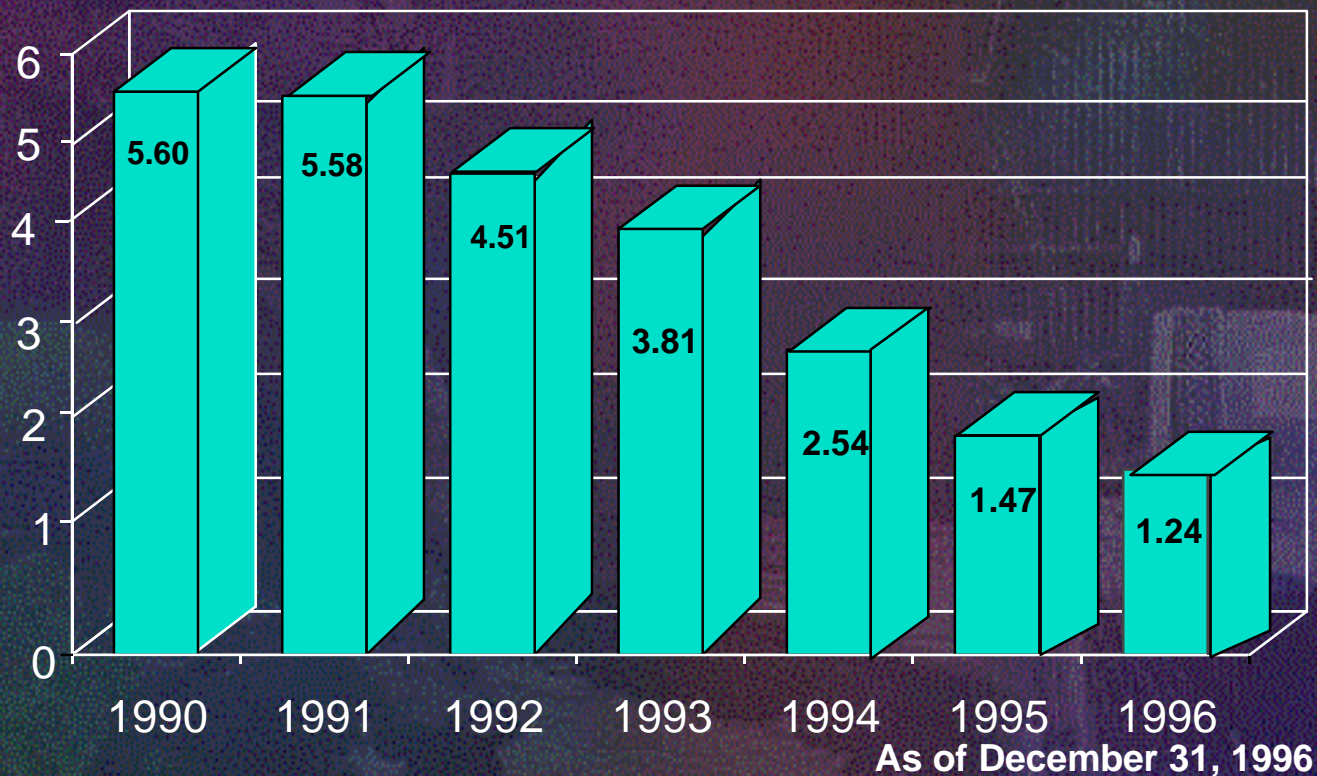
OSHA Recordable Incidence Rate, Calendar Years 1990-1996



AN 84% DECREASE IN 7 YEARS !!!

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Compensable Injury Incidence Rate, Calendar Years 1990-1996



A 78% decrease over 7 years!

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The Safety Benchmark



NCCI EMRs

1997

Philip	.79
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Allwaste	.72
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Serv-Tech	.71
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Environmental Excellence



- Recovering valuable raw materials is the focus; disposal is only a last resort
- Maintaining the highest compliance standard in the industry

Regulatory Affairs Group reports directly to the CEO and BOD

Continuous self-evaluation

Independent, third-party reviews of TSDFs

Environmental Excellence



Membership in CMA's
Responsible Care®
Program

Stream lined facility
approval process



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Environmental Excellence

1. Elimination of long-term risks associated with disposal.
2. Recovery of valuable raw materials, reduced costs and “greening” of other products.
3. Reduction of time required for customers’ facility review.

A Comprehensive, Integrated Service Offering



Environmental Services

Decommissioning & Remediation
On-site Waste Management
Waste Processing
Transportation
Emergency Response
Water/Wastewater treatment
Analytical Services

Maintenance Services

Industrial Cleaning
Civil Maintenance
Turnaround & Mechanical Services

Container and Water/ Wastewater Services

By-Products Treatment & Recovery

Transfer & Treatment

- Organics
- Inorganics

Supplemental fuels blending
Solvent distillation/recovery

Other Plant Services

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**One Source, Smarter Solutions,
More Opportunities to Improve
Client Profitability**



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— C O R P . —